

Jobseeker's guide

ADVERTISING FEATURE



As we face up to 2009 with all it appears to threaten, this guide is for those who are prepared to get on to the front foot in times of opportunity.

There is absolutely no doubt that there are thousands of good employers out there looking for good employees. Good employers value good employees so both parties can achieve a one-on-one partnership in opportunity and reward.

But where/how to start?

Our Jobseeker's guide ranges across much that you will know but all that is worth a reminder about: what you might be looking for in a career, how to approach an employer, the value of quality recruitment firms, interview conventions, training and all the other components that will help to equip you to enjoyably earn a good living with a successful employer through 2009 and beyond.

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Look around and leap into 2009

Doom, gloom and despair seem all the rage. What is not in freefall is in meltdown. But from the perspective of a recruitment professional the situation is far from depressing. Sarah Mann, a director of Boston Kennedy, a mid to senior level recruitment specialist, is surprisingly upbeat. "The market is still quite buoyant, there are opportunities for good people. There are major skill shortages in areas such as engineering and accounting, and these shortages are not going away, there are not enough people qualified and skilled in those areas."

Some industries, not directly linked to production and sales, should be crisis-

proof, Ms Mann says. "We do a lot of work in the government, public, not-for-profit sectors, pharmaceutical, biotech and health care, and they are as buoyant as ever. In health care the skill shortage is almost at crisis point."

The finance world has not collapsed like a house of cards. "Certainly the sector is affected," Ms Mann says, "but our take on it is that there are still opportunities for good people, things are still moving quite well for the time of year."

Students looking to a financial career need not panic. "The big accounting firms and the banks are still running their graduates programs. From what we see,

the redundancies are coming in middle management, companies will still take on graduates who are a better option economically."

The mining sector is reducing production: "There is some cost-cutting going on, but whether they have cut too many remains to be seen." With infrastructure projects on the Federal recovery program, engineers will stay in demand.

So where will the cuts be deepest? "Companies cut what they see as over-heads," she says, "it may be sales support, human resources, marketing and admin'. They aim to run on basic producers ... and do without support staff."



Sarah Mann



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